

## Message Text

UNCLASSIFIED

PAGE 01 STATE 130616

66

ORIGIN ARA-17

INFO OCT-01 ADP-00 COME-00 EB-11 PER-05 M-03 BAL-03 ABF-01

SS-07 /048 R

66632

DRAFTED BY ARA/ ECP: EMCOHEN

APPROVED BY ARA/ ECP: JTROGERS

ARA/ MGT: GKRIEGER

COMMERCE/ OIM: BCAHILL/ HCAHILL

EB/ CBA: JSIMMONS

----- 120992

P R 032141 Z JUL 73

FM SECSTATE WASHDC

TO AMEMBASSY BUENOS AIRES PRIORITY

AMEMBASSY CARACAS PRIORITY

AMEMBASSY MEXICO PRIORITY

AMCONSUL RIO DE JANEIRO PRIORITY

AMCONSUL SAO PAULO PRIORITY

INFO AMEMBASSY BOGOTA

AMEMBASSY BRASILIA

UNCLAS STATE 130616

EO 11652 NA

TAGS: BGEN; APER; AR; BR; MX; VE: CO.

SUBJ: PERSONNEL REQUIREMENTS FOR FY1975 COMMERCIAL PROGRAM

RE STATE 50002 ( PARAS 14-15) STATE 128399

1. STATE AND COMMERCE HAVE TENTATIVELY AGREED THAT COUNTRY COMMERCIAL PROGRAMS ( CCP) SHOULD BE PREPARED, COVERING FY 1975, FOR ARGENTINA, BRAZIL, MEXICO AND VENEZUELA, IN ADDITION TO COLOMBIA FOR WHICH A CCP-- THE FIRST IN ARA REGION-- IS CURRENTLY BEING COMPLETED COVERING FY 1974.

2. IN COURSE OF PREPARING FY 1974 CCP FOR COLOMBIA, AGREEMENT WAS REACHED BETWEEN STATE, COMMERCE AND EMB BOGOTA THAT A " MARKET ANALYSIS UNIT" ( MAU) WILL BE ESTABLISHED WITHIN EMB'S ECONOMIC/ COMMERCIAL SECTION. MAU WILL BE RESPONSIBLE FOR  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 130616

COMPILING DESK STUDIES AND OTHER MARKET RESEARCH. MUCH OF MAU'S WORK WILL BE IN RESPONSE TO WASHINGTON REQUESTS FOR SPECIFIC STUDIES, OR FOR POST'S RECOMMENDATIONS RE PRODUCT THEMES TO BE EXPLOITED IN TRADE MISSIONS OR OTHER DIRECT- PROMOTION EVENTS, OR FOR STATISTICAL

BACK- UP TO SUCH EVENTS AS THEY MATERIALIZE. HOWEVER, IT IS ENVISAGED THAT MAU WILL, ON OWN INITIATIVE, CARRY OUT MUCH RESEARCH TO IDENTIFY THE MOST PROMISING PRODUCT LINES FOR US EXPORTERS AND TO DETECT SPECIFIC TRADE OPPORTUNITIES.

3. ACTION REQUESTED: NO DECISIONS HAVE YET BEEN MADE AS TO WHETHER MAU'S NEED BE ESTABLISHED AT ACTION POSTS WHEN AND IF THEY UNDERTAKE CCP'S. HOWEVER, TO ALLOW EARLY BUDGETARY CONSIDERATION OF SUCH POSSIBILITY, ACTION ADDRESSEES ARE REQUESTED TO SUPPLY FOLLOWING INFORMATION AND COMMENTS BY TELEGRAM, DUE IN WASHINGTON BY JULY 11.

A. ASSUMING NO CHANGE IN PRESENT COMMERCIAL STAFFING PATTERN THROUGH FY 1975, HOW MANY DESK STUDIES COULD POST REASONABLY BE EXPECTED TO PREPARE DURING FY 1975 IF AVERAGE STUDY REQUIRES EIGHT FULL MAN- DAYS?

B. IF THIS NUMBER IS LESS THAN TWELVE, COULD IT BE INCREASED TO TWELVE OR MORE BY ASSIGNING CERTAIN EXISTING OFFICER AND/ OR FSL POSITIONS ENTIRELY OR MAINLY TO MARKET RESEARCH ACTIVITIES, SHIFTING THE OTHER CURRENT WORK RESPONSIBILITIES OF THOSE POSITIONS TO OTHER EXISTING POSITIONS? IF SO, IDENTIFY THE SPECIFIC OFFICER, FSL STAFF AND FSL CLERK/ TYPIST POSITIONS THAT COULD BE ASSIGNED TO RESEARCH ACTIVITIES FULL- TIME OR PART- TIME ( SPECIFY PERCENTAGE OF TIME). (NOTE: IN EMB BOGOTA, IT WAS FOUND POSSIBLE TO " FREE UP" CERTAIN OFFICER AND FSL POSITIONS FOR FULL- TIME RESEARCH BY CONSOLIDATING IN THOSE POSITIONS VARIOUS RESEARCH RESPONSIBILITIES THAT FORMERLY HAD BEEN SCATTERED AMONG TWO OR MORE POSITIONS.)

C. IF THE ANSWER TO B IS NEGATIVE ( I. E., EVEN WITH REPROGRAMMING OF EXISTING POSITIONS, THE POST COULD NOT PRODUCE TWELVE OR MORE DESK STUDIES IN FY 1975), HOW MANY ADDITIONAL OFFICER OR FSL POSITIONS WOULD BE REQUIRED IN FY 1975 IN ORDER TO PRODUCE AT LEAST TWELVE DESK STUDIES ANNUALLY? SPECIFY THE GRADE- LEVELS AS WELL AS THE NUMBER OF THESE ADDITIONAL POSITIONS. CONSIDERATION SHOULD BE GIVEN TO POSITIONS REQUESTED IN RESPONSE TO STATE 109595; IF ANY OF LATTER COULD BE ASSIGNED ENTIRELY OR MAINLY TO MARKET RESEARCH, OR UNCLASSIFIED

UNCLASSIFIED

PAGE 03 STATE 130616

COULD BE USED TO " FREE UP" OTHER POSITIONS FOR MARKET RESEARCH, THEY SHOULD BE SO IDENTIFIED.

4. FOR BRAZILIAN ADDRESSEES: NO DECISION HAS YET BEEN MADE AS TO WHICH POST-- RIO OR SAO PAULO-- MAY HAVE A MAU. ACCORDINGLY,

BOTH POSTS SHOULD RESPOND TO THIS MESSAGE.

5. FOR MEXICO: POST' S RESPONSE SHOULD COVER PERSONNEL POSITIONS  
AT TRADE CENTER AS WELL AS AT EMB. RUSH

UNCLASSIFIED

NNNNMAFVVZCZ

\*\*\* Current Handling Restrictions \*\*\* n/a

\*\*\* Current Classification \*\*\* UNCLASSIFIED

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 03 JUL 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1973STATE130616  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** EMCOHEN  
**Enclosure:** n/a  
**Executive Order:** n/a  
**Errors:** n/a  
**Film Number:** n/a  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1973/newtext/t19730764/aaaajwrn.tel  
**Line Count:** 124  
**Locator:** TEXT ON-LINE  
**Office:** ORIGIN ARA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:**  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** willialc  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 22 OCT 2001  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <22-Oct-2001 by thomasv0>; APPROVED <20 FEB 2002 by willialc>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** <DBA CORRECTED> gwr 980310  
**Subject:** PERSONNEL REQUIREMENTS FOR FY1975 COMMERCIAL PROGRAM RE STATE 50002 ( PARAS 14-15) STATE 128399  
**TAGS:** APER, BGEN, AR, BR, CO, MX, VE, BGEN  
**To:** BUENOS AIRES  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005